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State of Michigan  
House Commerce Committee  
Representative Meisner  
April 17, 2007  
9:00 AM

In 2006-2007 Junior Achievement franchises in Michigan reached 155,344 students in 6,642 classrooms with an investment of over \$5,000,000.00. As you will hear this morning, these Junior Achievement programs and our tremendous success so far could not have happened without the support of the Michigan business community. It begins with the business community providing most of that \$5,000,000 to our 8 franchises. Next, the majority of our local board members are CEO's or top level managers who have committed a great deal of time to make sure we can accomplish our purpose. Also, the majority of the volunteers, that deliver our materials come from the business community which numbered over 6,000 last year, enabling the students to learn about being entrepreneurs, the importance of having a good financial background, and the importance they will play in both their economic future and ours.

I can't emphasize enough the important role these volunteers have as they are visiting their assigned classroom a minimum of 5 times for a minimum of 30 minutes. The high school program requires the volunteer to visit a minimum of 8 times for an entire class period which could be 50-55 minutes. Because Junior Achievement has such a proven track record with our business and corporate community, we are able to secure this tremendous number of volunteers on a yearly basis. As our local businesses continue to run leaner and meaner, they are still allowing their employees to take time from their job to make sure our young people are being inspired and prepared to succeed in a global economy. Each year as we reach more students, we are able to secure the needed volunteers.

As our students are preparing to enter the workforce, they have the most unique opportunity to learn about many different careers and businesses in their area by having a variety of different (volunteers) consultants coming to their classroom. Just think if each of you could have had the chance to meet and learn about 4,5, or 6 different jobs and also learn about the 4,5, or 6 companies where these consultants work. What better way to teach our students about the importance of Entrepreneurship than by having a business person come to their classroom to do hands on activities that help them understand their importance in our economic system.

Many of our consultants develop a good working relationship with the teacher, and are willing to work with the teacher on other projects, or have their company take on a special project at the school. The business community continues to receive accolades for their involvement at such a high level.

In the Scope and Sequence Chart that I am leaving with your committee, you will see that Entrepreneurship is one of the seven Content Areas that JA emphasizes and that it is highlighted in nine of our programs. We have all heard that Entrepreneurship is an important issue being discussed at all levels of government, and what better partnership and collaborative effort could there be than your support of an organization that has been teaching that for over 88 years. The other Content Areas that relate to preparing students for the workforce are Business, Citizenship, Economics, Ethics Character, Financial Literacy, and Work Career-Life Skills.

To confirm what I have shared with you this morning I would encourage you to talk with Representative Jeff Mayes from Bay City and Representative Ken Horn from Frankenmuth, as they have both been consultants in our franchise. I know they will enthusiastically tell you that through our well-developed lessons and exciting activities the students are learning that being an entrepreneur is in their reach. It is also important to point out that Junior Achievement is the only non-profit organizations that has this in-classroom reach.

Thank you Chairman Meisner and your committee for allowing us time to speak with you this morning.

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